

Service Definition

Price Benchmarking

Master Data Service / Management

Platform Modules, inc. Inventory, Catalogue Check, Workplan, P2P, Medicines

Framework Product Information Management (PIM) & Activity Based Income (ABI) Checking Portal

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Great Place to Work – **Best Small Workplace & Best Workplace in Tech**
British Data Awards, **SME of the Year '22**
Financial Times **Leading Healthcare Consultants 5 years running**
Department for International Trade – **First 100 Healthtech Business**

Why AdviseInc?

Put simply, we **#makesense** of your data.

Our mission is to identify savings for public services by joining web-based analytics with commercial and clinical expertise; saving organisations money, improving efficiency and better outcomes.

The applications we provide bring data to life from across health, social care and its supply base. We partner this data with market knowledge and clinical expertise to provide actionable **intelligence** and **insight**.

Our core solutions focus on product price transparency/comparison and non-pay spend visibility. We are the innovators behind the first national Product Price Benchmarking solution, used across the NHS and offer full spend visibility/control solutions to over 80 NHS trusts and growing. Our tools enable **100% visibility** of non-pay spend, allowing trust teams to become better informed buyers.

Our NHS customers see significant returns on their investment, with our tools quickly becoming core to how teams work. This puts data and analytics at the **centre of decision-making**.

We work closely with Finance Directors, Turnaround Directors, Clinicians, General Managers and Procurement using the **power of the data** we hold to identify **further savings**. We complement existing capability to increase the quantity and speed at which savings can be identified and realised. We do this locally, regionally with ICS and Buying Groups, and on a national scale.

We provide award winning support to all of our customers.



Who we work with

We've worked with many customers during our 12 years, including:

- Over 246 NHS Provider Trusts, including Wales, Northern Ireland and Scotland
- Private Healthcare
- Collaborative Procurement Organisations
- Category Towers (in the NHS)
- The Department of Health
- NHS England / Improvement
- NHS Business Services Authority
- Supply Chain Coordination Ltd
- Foreign and Commonwealth Office
- Department for Education
- Charities
- Partners within the industry, like NHS SBS, GS1, Inventory Management, Sales Credentialing system providers
- Medtech suppliers
- International Healthcare, including Australia, America, Europe

AdviselInc's Spend Analytics is an essential tool to run an effective procurement function

"Platform provides my team with easy access to all our non-pay spend, catalogues, contract information, categorisation, organisational hierarchy and P2P analysis."

Alan Hoskins

Director of Procurement and Commercial Services,
NHS South of England Procurement Services
and HCSA Chief Officer



Price Benchmarking, Spend Analytics, Control & Management Applications

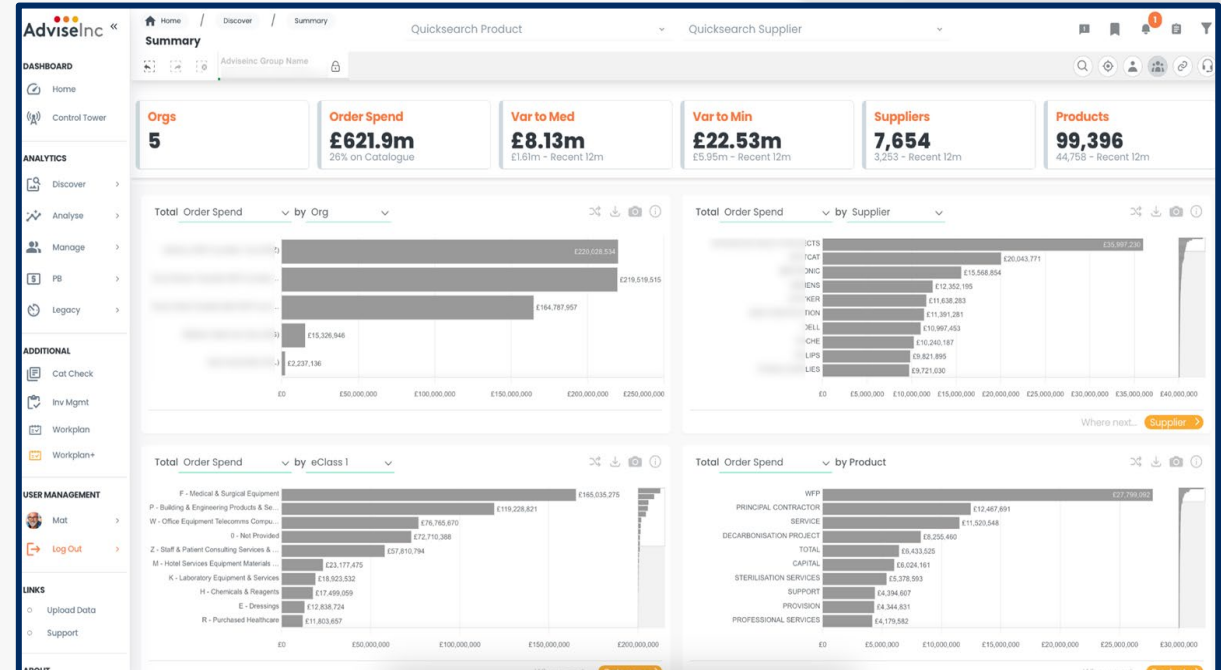
We have a deep understanding and passion for spend and procurement analysis. We have developed our spend application to import your raw finance, purchasing and third party data, then turn it into actionable insight.

By **integrating our spend analysis** with your **finance data** you'll get full transparency of every pound spent. You'll understand spend patterns, identify savings opportunities and report on governance and policy initiatives.

We also integrate many other sources of information such as wholesalers, inventory management systems, contract management, catalogues, work plans and business specific applications, providing you with a single view of your procurement and finance information.

We currently have over 140 NHS Trusts signed up to our Platform - all with full access to every bit of detail relating to every pound spent.

In addition to basic **Platform**, we provide an enhanced version called **Platform Plus**. This insights services provides you with access to a team of commercial analysts that can do the heavy lifting for you. With a number of different levels of services, this service frees you up to focus on day job, armed with category insights that make it easier to negotiate with suppliers.



"You're never more than 30 seconds away from answering your non-pay spend questions with AdviseInc."

Analyst, NHS Provider Trust

Platform gives our trust a more in depth understanding of our non-pay expenditure by encompassing a wide range of data sources into a single tool that can be used by non-technical staff.

“Through use of Platform we have been able to view all non-pay expenditure to identify opportunities wider than the cost paid including maverick spend, non-contracted spend and the potential for prompt payment discounts.

Working with AdviseInc’s Platform, we are developing category plans which will go down to cost centre level, allowing us to present credible data including market conditions to our clinical teams. This will be used to rationalise and standardise products, reducing variation across the trust.”

Claire Povey
Commercial Director, CHoICE



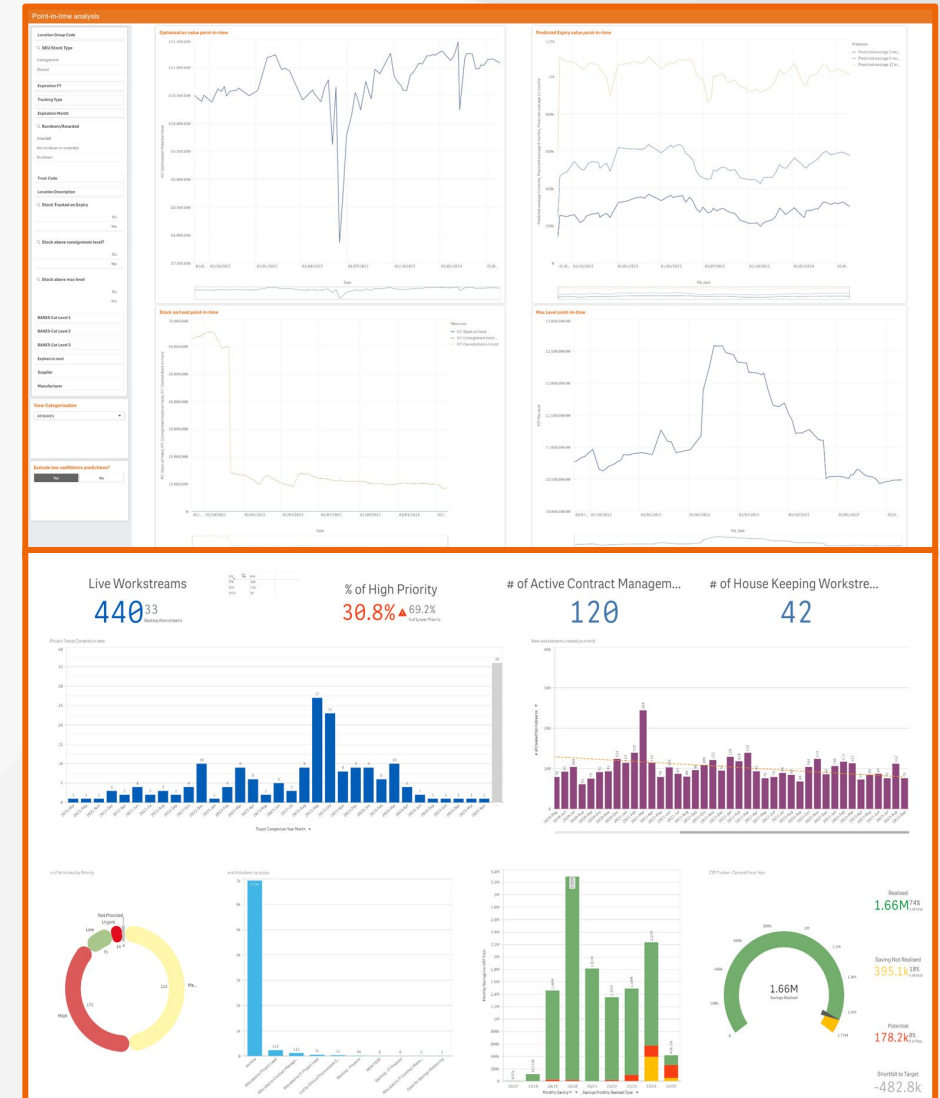
Platform Modules, inc. Inventory, Catalogue Check, Workplan, Medicines

Platform customers can access a range of **bolt on analytical tools** and services. These modules are particularly useful when working across a group of organisations, for example Integrated Care Systems in Health. They can bring together disparate data from alternative suppliers into a single normalised view for the region. Providing the foundation for collaboration, including:

- Inventory Management
- Catalogue Check
- Workplan - with 'Atamis ready' integration
- Medicines
- Agency Staffing
- Fraud Detection

All modules import additional data to provide an holistic view of spend. All require a Platform subscription.

In addition, we provide an application that enables stock areas to **count stock quickly** through an iphone, by scanning barcodes. Connecting this with product data enables our team to quickly complete stock takes along with stock valuations for finance teams.



Framework Information Management & ABI Checking Portals

Government, and healthcare, are seeing an ever increasing number of frameworks and framework hosts. Across the NHS, framework hosts must now be accredited. A part of accreditation is the ability to report on activity through the frameworks, which traditionally has been solely reliant on the supplier reporting back to the host, on a monthly basis.

The challenges with reporting is that not all suppliers do it. When they do do, it's reliant on the supplier being honest, and in some instances simply being able to differentiate the spend through one framework versus another, which means actual spend is hit and miss.

As a framework host, you may charge an Activity Based Income (ABI) percent on all spend through your framework. If the reporting of spend is hit and miss, how do you know you're receiving the correct ABI? We believe hosts are missing out on ABI and that's where our checker service comes in. For Healthcare spend only we track actual spend through the trust vs what the supplier reports to spot discrepancies.

In addition, it's not always obvious what products are available on the framework. What is needed is a Product/Service Information Management application where products can be loaded once and made available to all customers. Curated by the suppliers and available to all buyers.

AdviseInc's PPE Tracker, StockWatch, has been a key enabler in understanding & tracking PPE across all of our public services in Greater Manchester.

"In a matter of days, we've gone from spreadsheets and inconsistent data to a clean, single source of the truth that is updated in near real-time.

The numbers are now a core part of our daily meetings and enables the system to clearly understand daily stock levels of PPE across the region and better forecast demand. It was evidenced at the end of the first week when our MoD colleagues were able to use the data to feed into the national picture with data available at the click of a button. We really appreciate the time and effort AdviseInc are putting into this at such a critical time for our public services."

Neil Hind

GM Procurement Programme Director
NHS in Greater Manchester

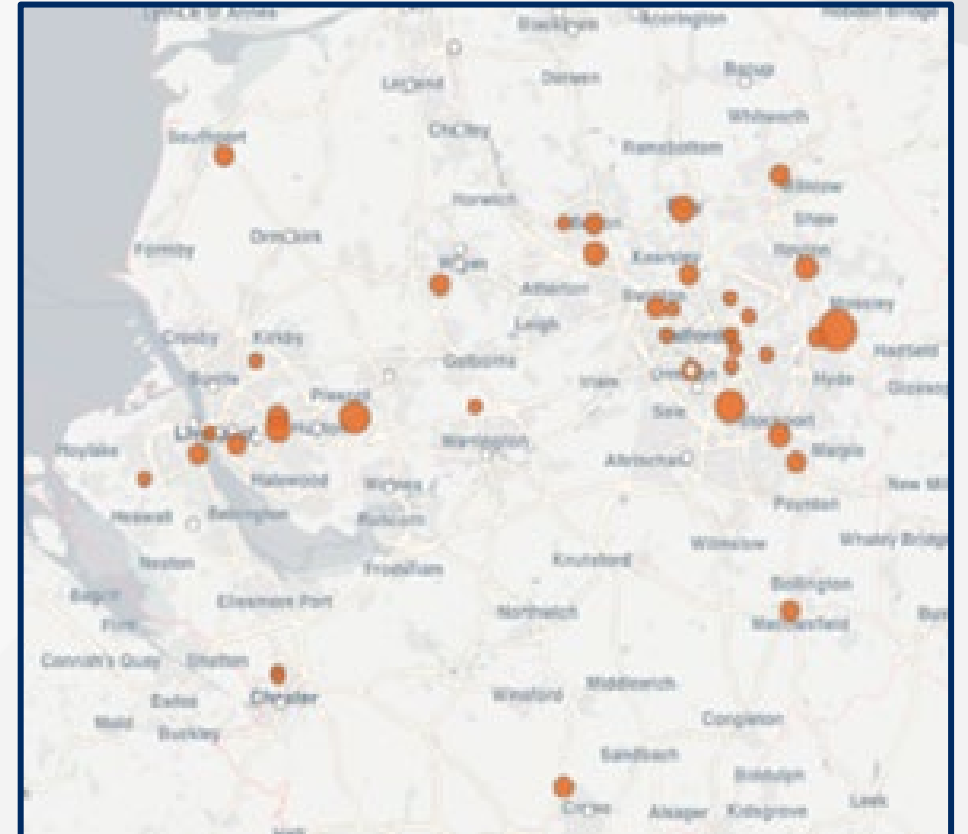


Stockwatch - PPE Tracker

The difficulties in getting the right PPE to where it's needed, when it's needed has been a theme of the Covid-19 response to-date. With demand going through the roof and supply chains being hit - understanding what PPE an organisation has and being able to **forecast future demand** is a critical part of keeping **frontline workers safe**.

A few days before the Covid-19 lockdown, an NHS trust in the West Midlands approached AdviseInc for some help understanding stock/demand for key lines of PPE. Within hours we'd built the first version of StockWatch and 24 hours later we had a queue of NHS trusts, Local Authorities, GPs, Police and Fire departments wanting to get involved.

With a simple onboarding process, organisations are live within a matter of hours. The quick, easy to use web forms capture and track stock levels of over 156 products, issues to departments / wards, order and deliveries, and the analytics drives daily regional Gold Command sitreps. Artificial Intelligence is used to provide a better way of forecasting demand based on aggregated clinical, epidemiology and capacity data. Plus, we're capturing clean data - no more MS Excel! The data received is in a standard format and normalised so everyone is tracking the same key lines to the same measures and using the same language.



Master Data Service / Management, inc. Atamis

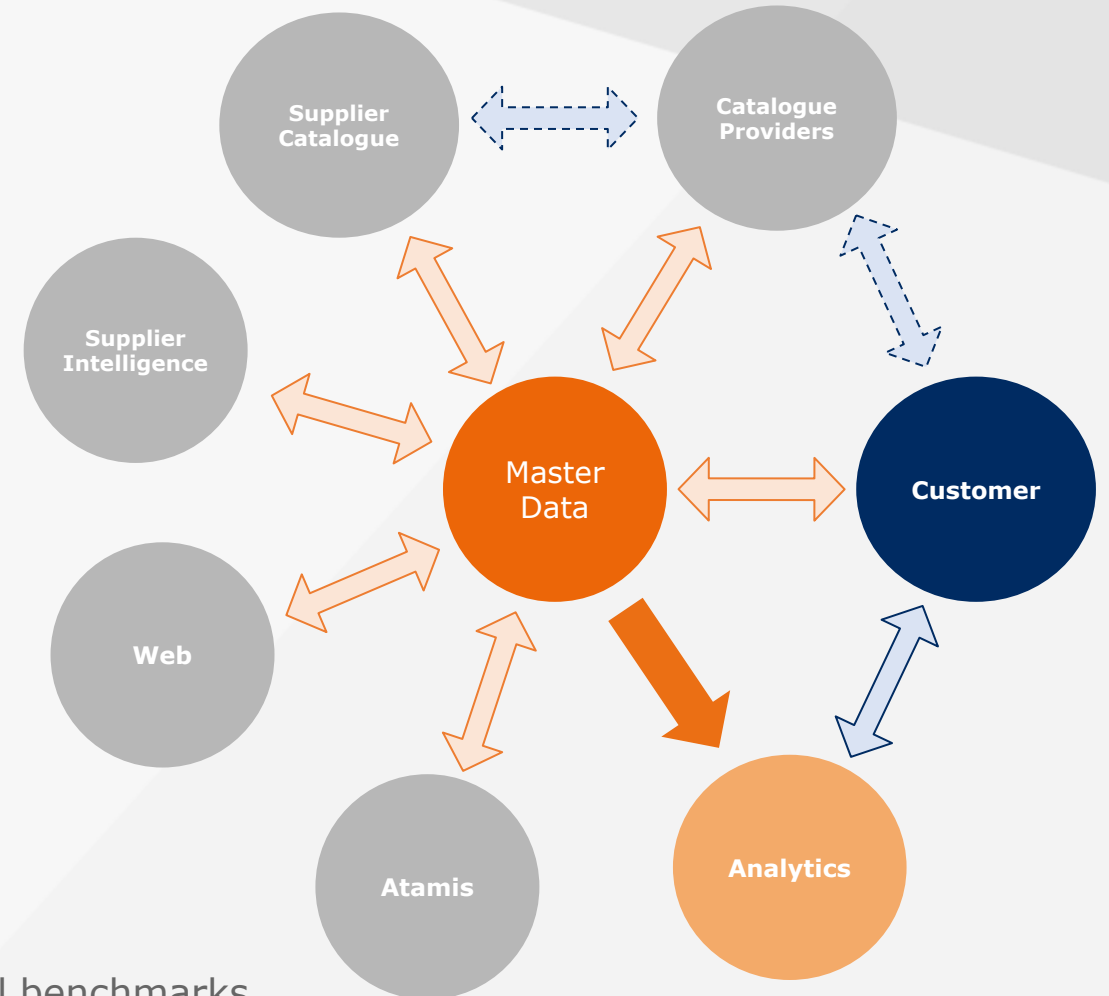
At the core of any effective Purchase to Pay (P2P) process is good quality/timely data in source systems. Unfortunately, many systems contain poor quality data. Not maintained over the years, leading to invoice queries, suppliers and buyers put on hold and a lot of wasted effort.

AdviseInc's **Master Data Service** works with organisations/regions to provide clean data at source. We can interface with many systems, including the Atamis system.

We import local spend data along with supplier catalogues to provide an interactive tool that enables you to curate/standardise your catalogue lines.

This includes (but not limited to):

- Clean MPC
- Clean eClass / UNSPSC
- Clean Unit of Measure
- GTIN, where available
- Benchmark price vs last paid, regional / national / international benchmarks
- On/Off existing catalogue
- Bought before or not.



Information Assurance

As an NEC Company, we abide by GDPR rules and we're an ISO 27001:2022 business. See our privacy statement on our support desk support.adviseinc.co.uk.

There are two methods for sharing your information. For simple benchmarking or spend analysis you can upload your data via our secure file upload facility. For more substantial implementations, such as on-site spend analysis, we will interrogate your data servers and extract the data directly, as required.

- We host our spend and benchmarking services via cloud based servers (Amazon Web Services). AdviseInc does not hold IL accreditation for its services as it does not provision its own infrastructure.
- All services are penetration tested on an annual basis and any remedial action taken.

Data restoration / backup / restore and disaster recovery

AdviseInc operates comprehensive backup and disaster recovery procedures.

- All of our servers are regularly backed up and effective policies regarding restore and disaster recovery are in place and tested frequently.
- All of our cloud based servers are subject to backup and restore with content restoration to within 24 hours of any data loss.

On-boarding and off-boarding processes / service migration

AdviseInc's approach encompasses the full design and implementation lifecycle, addressing all considerations related to solution design, optimal deployment, and the most appropriate hosting model. Data migration is a critical component of this process, and we work closely with our customers to ensure all data provided is managed, validated, and transitioned accurately and securely.

On-boarding for our Applications can be within 72 hours of receipt of your data if it meets our requirements.

Pricing overview

Pricing depends on the hosting solution, scale of deployment, number of users and scope of data transformation/set-up work.

Please refer to our pricing document for details.

Service management

Our SaaS services are delivered on a cloud basis with all solutions fully accessible through a web browser. All of our services are designed to be intuitive and easy to use, aiding rapid roll-out.

AdviseInc provides full support to our Spend & Procurement Analysis services including:

- Project management
- Account management
- Training
- Technical support.

Service levels

Service levels are dependent on the solution.

Service constraints

We use commercially reasonable endeavours to provide our SaaS services 24/7. Our SaaS services are continually being developed to ensure you receive enhancements and features as they become available.

Enhancements are driven through our active user base who feedback suggestions that we either release immediately or place in the next major release. New product releases take place monthly.

Maintenance

Scheduled maintenance takes place out of normal working hours so as not to impact on our users' access. Major disruption, planned or otherwise, will be communicated to our users via email.

Customisation

Whilst our ethos is a standard, single platform that all customers can use there is an element of customisation as standard.

Training

Our SaaS services are designed for maximum ease of use. The technical and functional ease of use of our solutions means end user training is simple to deliver.

For Spend & Procurement Analysis, we provide both self service training through our learning portal and webinar based live training. The majority of implementations cover multiple departments within an organisation and hence it's important we train end users effectively. For larger implementations, we also host more in-depth training sessions, where technical end users learn how to use the tools in more detail. This places you firmly in control of your own analysis.

For smaller applications, we hold online training events. Training is typically run through MS Teams. On-site training can be provided in person for a fee (see pricing).

Ordering and invoicing process

Following confirmation of commercial terms, based on the specific requirements of the end user, we would expect a signed Call off Agreement and purchase order for the agreed value. AdviseInc will then invoice the customer directly. Payment terms are 30 days post invoice date unless agreed otherwise.

Technical Requirements

Service dependencies and detailed technical interfaces, for example client side requirements, bandwidth/latency requirements. The minimum web browser is MS Edge (Google Chrome Preferred). Trial services are not available, but we are happy to show you demonstrations of the live tools.

We use an AWS ISO 27001:2022 compliant data centre to host services.

Customer data extraction

The formats / standards of data that can be extracted include, but are not limited to XLSX. In signing up to our services, the customer has no claim or right to any of the insight / data provided, whether that be analysis, categorisation, mapping or any other data contained within our tools/applications. Our (contracted) customers do have full rights over the data they provide us (the Raw Base Data) and as such can request copies.

Our Infrastructure Partners



Cloud Servers



Secure file transfer



Database



Data Transformation



BI Engine

Our Delivery Partners



Efficio

Specialists in procurement and supply chain optimisation, helping organisations enhance efficiency, sustainability, cost-effectiveness, and upskill their procurement teams.



Liaison

Specialising in recovering cash for reinvestment and freeing up time to deliver more care.



R2 Consulting

Supply Chain experts with years of experience delivering improvement across the NHS.

Our Data Partners



Framespan

Taking the pain out of searching for the correct procurement pathway allowing buyers to quickly find the right framework and supplier.



Ingenica

An IT solution provider which is currently enabling dramatic improvements in back office efficiency in the healthcare environment.



Genesis

On a mission to deliver significant financial, operational, and clinical benefits to providers through its dynamic platform for complete clinical traceability.



Intellicentrics

Your single source of truth for healthcare credentialing, delivering greater operational efficiencies, faster revenue growth, and the highest level of compliance.



Lifecycle

Driving optimal outcomes from contract management



MIA

Medical Industry Accredited (MIA) is a credentialing service provider for healthcare settings and industry representatives.



NHS SBS

Making life easier for NHS staff, patients and suppliers by reimagining shared corporate services for the digital age.



NHS NEP

The only 'true cloud' based Enterprise Resource Planning (ERP) Finance & Procurement solution in the English NHS